

# AUSTIN CITY COUNCIL

## AGENDA



Thursday, August 24, 2006

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### Purchasing Office RECOMMENDATION FOR COUNCIL ACTION

ITEM No. 49

**Subject:** Authorize the award and execution of a nine-month contract with STRYKER, Portage, MI for the purchase of 60 powered ambulance stretchers in an amount not to exceed \$709,800.

**Amount and Source of Funding:** Funding in the amount of \$402,220 is available in the Fiscal Year 2005-2006 Approved Operating Budget of the Emergency Medical Services Department. Funding in the amount of \$307,580 is contingent upon approval of the Fiscal Year 2006-2007 Proposed Operating Budget for the Emergency Medical Services Department.

**Fiscal Note:** There is no unanticipated fiscal impact. A fiscal note is not required.

**For More Information:** Mick Osborne, Sr. Buyer Specialist/974 2995

**Purchasing Language:** Only responsive bid of two bids received.

**MBE/WBE:** This contract will be awarded in compliance with Chapter 2-9D of the City Code (Minority-Owned and Women-Owned Business Enterprise Procurement Program). No subcontracting opportunities were identified; therefore, no goals were established for this solicitation.

**Prior Council Action:** 1/26/06 Approved 60-month lease/purchase agreement for powered ambulance stretchers.

#### Additional Backup Material

(click to open)

**STRYKER BID TAB  
082406**

On January 26, 2006, Council approved the award of a 60-month lease/purchase agreement with Stryker for the lease/purchase of 54 powered ambulance stretchers, with the option to lease/purchase an additional six units over the term of the contract. The negotiation of the terms of the lease was not successful due to terms and conditions from Stryker's financial institution. However, the Invitation for Bid also allowed for the possibility of purchasing the stretchers outright.

This Council action will authorize the outright purchase of 60 powered ambulance stretchers. As part of the contract, Stryker is purchasing the existing EMS inventory of ambulance stretchers.

Powered ambulance stretchers are mobile beds that EMS patients are secured to at the scene of the emergency for transportation to the ambulance. The stretcher is then secured in the ambulance for transportation to the medical facility. Upon arrival at the hospital, the patient is then moved, via the stretcher, from the ambulance into the hospital emergency room.

These stretchers will be replacement units for the existing fleet of non-powered stretchers. The current fleet of stretchers requires the paramedics to manually lift the stretcher from its lowest position to its highest position. The stretchers provided under this contract have battery powered hydraulics, which mechanically lower and raise the undercarriage of the stretcher from its lowest position to its highest position off of the ground. The stretcher is capable of mechanically lifting up to five hundred pounds. This feature prevents the paramedics from physically lifting the weight, thus minimizing potential back injuries, which have been common with the use of the non-powered stretchers. EMS has one of the highest injury rates among city departments, and back injuries from lifting are a common occurrence.

The purchase price of each unit is \$11,830, which includes the trade-in allowance for the existing inventory. Under the terms of the contract, all maintenance, repair, and non-disposable accessories will be provided by Stryker at no additional charge to the City for a period of five years. The contract will reduce overtime expenditures related to in-house stretcher maintenance being performed by EMS staff and may also contribute to reducing future worker's compensation claims due the reduction in back injuries. Stryker has agreed to the firm bid pricing provided in the bid. MBE/WBE solicited: 1/1 MBE/WBE bid: 0/0

PRICE ANALYSIS a. Sole responsive bid. b. Twenty-eight notices were sent, including one MBE and one WBE. Three solicitations were issued. Two bids were received, with no response from the MBE/WBEs. c. This is the first purchase of this type ambulance stretcher; therefore, there is no pricing history available.

APPROVAL JUSTIFICATION a. Sole responsive bid. b. The Purchasing Office concurs with the Emergency Medical Services Department's recommended award. c. Advertised in the Austin American-Statesman and on the Internet.

**AGENDA DATE: 8/24/06**  
**VENDOR NAME: Stryker**

**BID TABULATION**  
**IFB NO. MO06300016**  
**POWERED AMBULANCE STRETCHERS**

<u>VENDOR</u>	<u>UNIT COST</u>	<u>TOTAL BID</u>
<b>STRYKER</b> <b>Portage, MI</b>	<b>\$11,830</b>	<b>\$709,800</b>
Ferno Washington Wilmington, OH	\$10,750	\$645,000 *

\* Ferno Washington was non-responsive as they did not submit their bid on the forms provided with the solicitation.